I. AMENDMENTS

A. To the Disclosure

Page 12, line 8, delete "their" and substitute --there--.

Page 22, line 11, please replace the blank line with -- 802,434 --.

B. To the Claims

For the convenience of the Examiner, all pending claims are provided whether or not an amendment has been made.

Please amend Claims 1, 19 and 20 as follows:

1. A computer implemented system for negotiation and tracking of sale of goods, comprising:

a computer system having a processor and memory, the computer system executing a software application that provides a negotiation engine;

the negotiation engine operating to store data representing a current state of a negotiation between a seller and a buyer;

the negotiation engine storing the data within a framework for representing aspects of the negotiation between the seller and a buyer, the framework including:

a request object, a promise object and an acceptance object that can store a current description of a contract;

wherein the request object represents a request from a buyer that initiates negotiation, the promise object represents a promise to sell from seller in response to the request, and the acceptance object represents the buyer's acceptance of the promise;

wherein the current state of negotiations is determined by means of state transitions between the request object, promise object, and acceptance object, said state transitions having at least three tiers;

a set of one or more delivery deals determined by the contract, each delivery deal including a delivery request object, a delivery promise object, and a delivery acceptance object that can store associated item deals and time periods for delivery of item deals; and

the item deals, each item deal including an item request object, an item promise object and an item acceptance object that can store individual sales-order line-items;

such that the negotiation engine allows a user to monitor the current state of the negotiation over a range of prices, a range of dates, ranges of quantities of a set of goods, and a range of configurations of the goods in the set.

2. The computer implemented system of Claim 1, wherein the negotiation engine stores data representing the negotiation only at its current state.

3. The computer implemented system of Claim 1, wherein the negotiation engine concurrently stores data representing the negotiation at request, promise and acceptance states.

4. The computer implemented system of Claim 1, wherein the request object has a plurality of fields including delivery requests, delivery policy, accept by, date issued, date accepted, date queued, and changeable.

5. The computer implemented system of Claim 1, wherein the promise object has a plurality of fields including delivery promises, delivery policy, accept by, date offered, and changeable.

6. The computer implemented system of Claim 1, wherein the acceptance object includes a plurality of fields including delivery acceptances and accepted.

7. The computer implemented system of Claim 1, wherein the delivery request object has a plurality of fields including item requests, due, max price, rate start, promising policy, fulfillment policy and rank.

8. The computer implemented system of Claim 1, wherein the delivery promise object has a plurality of fields including item promises, due, delivery price, rate start and fulfillment policy.

9. The computer implemented system of Claim 1, wherein the delivery acceptance object includes a plurality of fields including item acceptances, due, rate start and fulfillment policy.

10. The computer implemented system of Claim 1, wherein the item request object has a plurality of fields including configuration, quantity, max price and delivery plan.

11. The computer implemented system of Claim 1, wherein the item promise object has a plurality of fields including configuration, quantity, and price.

12. The computer implemented system of Claim 1, wherein the item acceptance object includes a plurality of fields including configuration and quantity.

13. The computer implemented system of Claim 1, wherein the negotiation engine further operates to identify problem conditions responsive to fields of the request object, promise object and acceptance object reaching certain thresholds in relation to one other.

14. The computer implemented system of Claim 13, wherein the problem conditions pinpoint mistakes in the negotiation.

15. The computer implemented system of Claim 13, wherein the negotiation engine further operates to provide resolution methods for each problem condition.

16. The computer implemented system of Claim 13, wherein the problem conditions include a set of problems identified responsive to a change in data after an acceptance in an attempt to reopen the negotiation.

17. The computer implemented system of Claim 1, wherein the negotiation engine further operates to export the data representing the current state of the negotiation to a

planner-scheduler for purposes of prioritizing planning activities.

18. The computer implemented system of Claim 17, wherein the exported data is used to report when the buyer and the seller made certain proposals and commitments.

19. The computer implemented system of Claim [1] 17, wherein the exported data is used for effective calculation of available to promise product.

20. A computer implemented process providing a framework for negotiation and tracking of sale of goods, comprising:

establishing a relationship between a plurality of negotiation states, the plurality of negotiation states including a no request state, a requested state, a promised state, a countered state, a queued state, and an accepted state;

identifying an action by a negotiating party as being an action selected from [the] a group consisting of a request action, a promise action, a queue request action, a delete action and an acceptance action;

wherein the request action represents a request from a buyer that initiates negotiation, the promise action represents a promise to sell from seller in response to the request, and the acceptance action represents the buyer's acceptance of the promise;